Net at Work
Building IT-Excellence.

Attractive managed service provider business for Tec Networks with NoSpamProxy from Net at Work.

Secure operation of IT infrastructures.
Targeted and fail-safe scaling at all times.

Tec Networks is an innovative IT services company based in Emden, with a rapidly growing clientele across Germany. Tec Networks has focused on Microsoft-based products and is benefiting from the rapidly growing market for changing from on-premise IT to cloud-based hosted / managed services. In addition to offering NoSpamProxy as a managed service, Tec Networks' portfolio includes Microsoft Office 365 and Microsoft Azure offers.

tecNETWORKS
Your IT Business Solutions

The problem

In addition to selling consulting and IT services, Tec Networks would like to leverage managed service products to generate a stable base of ongoing monthly sales, while also achieving economies of scale in the cost structure of their own IT. Standard infrastructure services such as e-mail communication, where the end user leaves the selection of products up to the service provider and which have a few prominent distinguishing features that make a positive impression on the end user, are particularly suitable for this purpose. The solution has to be resilient, easy to administrate and also easy to expand to include new customers. Ideally, the end user of the service does not need any or very little first-level support, which the managed service provider can profitably provide.

The solution

The NoSpamProxy solution impressed Tec Networks as a secure e-mail gateway based on Microsoft Server. The solution is easy to market and sell to end customers. Thanks to NoSpamProxy Protection's rejection principle, which rejects spam or e-mails identified as harmful rather than store them in a spam folder, the product clearly stands out in a highly saturated market: end users save a considerable amount of unproductive work time otherwise required for maintaining the spam folder and avoid liability risks, such as those that, according to a recent court ruling, were caused by a business e-mail being overlooked in a spam folder. For e-mail encryption, NoSpamProxy Encryption provides a central certificate and PGP key management, meaning end users do not have to

> " The basis for a successful managed services business is the use of stable software solutions that result in very few operational disruptions.
>
> NoSpamProxy is exemplary in this! Due to our many years of experience with Microsoft Server based IT environments, we did not consider appliance-based products with their custom-designed servicing concepts for our managed services. They require extensive training for each product and the cost of ongoing operations is difficult to calculate.
>
> NoSpamProxy immediately impressed us, as it was easy to install in our familiar Microsoft Server environment, and once integrated into the MMC console it is immediately intuitive to use for any Windows administrator. Centralized management, active directory synchro-

noSpamproxy®

The following modules are available for the secure e-mail gateway NoSpamProxy®: protection against spam, phishing and malware, module encryption for easy encryption of e-mails, the Large Files module for secure transfer of large files as well as the Disclaimer module for central marketing messages in outgoing e-mails. Taken together, they ensure complete protection for your e-mail communications. Centrally on Microsoft Server, simple, secure and economical. More information is available online at www.nospamproxy.de

"grapple" with encryption technology. They can send and receive their e-mails as usual from Outlook or any other e-mail client. This provides Tec Networks the option of offering additional services such as certification procurement and management, with much of this work being taken care of automatically by the product. Finally, the service with Net at Work, the manufacturer of NoSpamProxy, is charged according to a contemporary licensing model that is based on the "pay as you use" principle and does not construct any high investment hurdles for managed service providers. Among others, BAGeno Raiffeisengenossenschaft in Bad Mergentheim is a customer for the NoSpamProxy service from Tec Networks.

nization and easily-developed rules and policies facilitate implementing the requirements of our end customers without high expenses."

Björn Steinecke,
Managing Director of
Tec Networks GmbH